

Message Text

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ACTION EB-11

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UNCLAS LONDON 13595

FOR ASSISTANT SECRETARY DOBBINS

E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: FINANCIAL TIMES INVESTING IN THE US SEMINAR

FEBRUARY 6 AND 7 1974

REF: GLEASON/ANDREWS TELECON NOVEMBER 20, 1973

1. FINANCIAL TIMES (FT) INFORMED OF NON-AVAILABILITY
SECRETARY AND UNDER SECRETARY SUBJECT CONFERENCE. THEY
ARE MOST ANXIOUS TO HAVE HIGH RANKING U.S. OFFICIAL
GIVE OPENING SPEECH ON FEBRUARY 6 ON SUBJECT "AMERICAN

ECONOMY AND OPPORTUNITIES FOR FOREIGN BUSINESSES".
SPEECH TO BE APPROXIMATELY 30 MINUTES DURATION WITH
SHORT QUESTION PERIOD FOLLOWING.

2. IT WOULD WELCOME ASSISTANT SECRETARY DOBBINS TO
MAKE THIS ADDRESS AND OFFICIALLY EXTENDS INVITATION
THROUGH EMBASSY.

3. PROGRAM AS SETTLED TO DATE IS AS FOLLOWS:
FIRST DAY: FOLLOWING OPENING SPEECH WILL BE LEWIS
PRESTON, CHAIRMAN, MORGAN GUARANTEE INTERNATIONAL
FINANCE CORPORATION AND EXECUTIVE VICE PRESIDENT OF
MORGAN GUARANTEE TRUST ON "ECONOMIC CLIMATE FOR
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INVESTING IN THE U.S. "; H. CORBIN EAY, PARTNER, GOLDMAN

SACHS ON "APPROACH TO DEAL MAKING"; MCKINSEY AND CO. ON "SELECTING THE TARGET"; RAY POWELL, PARTNER, CADWALLADER WICKERSHAM AND TAFT ON "TAG REGULATORY ASPECTS"; FOLLOWED BY A U.S. TREASURY REPRESENTATIVE ON THE SAME SUBJECT; MRS. MARIANNE BURGE, PARTNER, PRICE WATERHOUSE ON ACCOUNTING ASPECTS OF INVESTING IN THE U.S.

4. SECOND DAY: RAY GARRETT, JR. CHAIRMAN, SEC ON LEGAL REGULATORY ASPECTS OF DOING BUSINESS IN THE U.S. FOLLOWED BY AMERICAN LAWYER ON SAME SUBJECT; A MEMBER OF ROTHCHILD'S FIRM ON SUBJECT "FINANCING ACQUISITIONS"; VARIOUS CASE STUDIES PRESENTED BY MEMBERS OF FOREIGN FIRMS WHICH HAVE DIRECT INVESTMENTS IN U.S.

5. AS DISCUSSED WITH ASSISTANT SECRETARY DOBBINS DURING RECENT LONDON VISIT WE BELIEVE THE FT INVESTING IN THE U.S. SEMINAR OFFERS AN IDEAL PLATFORM TO GIVE VISIBILITY IN THE U.K. TO THE U.S. GOVERNMENT'S REVERSE INVESTMENT PROGRAM. GIVEN OUR CHOICE WE WOULD PREFER THIS BRITISH SPONSORED FORUM TO A LARGE INVEST IN U.S. A. CONFERENCE ORGANIZED BY THE USG WHICH IS BEING CONSIDERED FOR SPRING OF 1974. FOR THESE REASONS WE STRONGLY URGE THE PRESENCE OF ASSISTANT SECRETARY DOBBINS TO MAKE OPENING SPEECH.

6. WE WOULD APPRECIATE REPLY IF POSSIBLE BY NOVEMBER 23 AS FT IS UNDER PRESSURE TO COMPLETE PRINTING FOR PROMOTION OF CONFERENCE.

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